



**10761 James Payne Court  
Manassas, VA 20110  
703-361-8253-O 703-392-5025-F  
Tim Sullivan – President**

**GSA SCHEDULE 599-4  
Travel Service Solutions  
Solicitation Number: QMAD-CY-090001-B  
Contract Number: GS-33F-0016X**



## **Company Information**

Chantilly Air, Inc. (CAI) is headquartered in Manassas, Virginia. We are a Wyvern Certified, ARG/US GOLD rated, and IS-BAO registered air carrier. CAI is proud to have an accident, incident, and violation-free safety record, and a reputation as a safe and reliable aviation company. CAI holds the highest ratings available for their exemplary safety record, superior equipment and processes, and strict adherence to best industry practices.

CAI's fleet of aircraft is composed of Learjet 60s, Learjet 35s, and Citation CJ1s. We offer owner-operated charter services available for international and domestic travel.

CAI began as a single jet, corporate flight department in 1990 and has enjoyed tremendous success and growth over the years expanding our business offerings to include aircraft charter, management, maintenance, hangar, and ground support. Our company was originally established as a corporate flight department to support the diverse business entities of our owners, the Gudelsky family, who have enjoyed an established business reputation in the Washington, DC metro area for over 75 years

Focused on our principals' philosophy, safety is, and always will be, first. We have successfully completed numerous onsite safety and compliance audits by industry recognized aviation audit firms such as Wyvern Ltd. and ARG/US. Chantilly Air is a Wyvern Approved Operator for having an exemplary safety record, superior equipment & processes and strict adherence to best industry practices.

Chantilly Air has over 20 years of experience in corporate aviation. With our staff of highly experienced personnel, we are fully capable of supporting your company's flight operations needs with our aircraft maintenance, fueling, charter and management services and have ample storage available within our approximately 70,000 square feet of hangar space.

**Certificates:** Part 135 Air Carrier Certificate: # ZH9A864J

**DUNS #:** 877550913

**Cage Code:** 642Q7



## Customer Information

1. The Following Special Item Numbers (SINs) are hereby awarded as a part of this contract:

- SIN 599-4, Air Charter Services-Owner Operated
- SIN 599-1000, Contract Support Items (Auxiliary Supplies/Services)

2. The following terms and conditions are made a part of the contract:

Awarded Prices and Discounts: The Government receives discounts of 7% as shown on the attached

**GSA Pricing** Price list for block-hour, aircraft time for the Learjet 60, Citation CJ1, and Lear 35.

Auxiliary services and supplies are not discounted; they are priced at pass-through cost rates, as specified in the attached commercial Auxiliary Charges price list. The IFF applicable to all sales will be .75%

SIN	Aircraft Type	Unit of Issue	Time of Delivery (ARO)	Discount Offered	Price Offered to Government	Price Offered to Government Inclusive of IFF (0.75)
599-4	Learjet 60	Hour	2-24 hours	5%	\$2,945.00	\$2,967.09
				7%	\$2,883.00	\$2,904.62
599-4	Citation CJ1	Hour	2-24 hours	5%	\$1,900.00	\$1,914.25
				7%	\$1,860.00	\$1,873.95
599-4	Lear 35	Hour	2-24 hours	5%	\$2,232.50	\$2,249.24
				7%	\$2,185.00	\$2,201.89

Prompt Payment: Net 30 days

FOB: Destination

Minimum Order: \$50

Maximum Order: \$1,000,000,000 for SINs 599-4 and 599-1000.

These are Order Limitation amounts, as discussed under Clause 52.216-19 ORDER LIMITATIONS (OCT 1995) (DEVIATION II—FEB 2007) of the contract.

Contract Period: Five years from date of award plus three five-year option periods.

- Task Orders for this contract will be firm fixed priced. Contractor agrees to provide a should-cost estimate for each task order with all knowable costs itemized before flight. The final invoice should include all actual block hour and auxiliary service charges that apply to the task order requirements. The Contractor shall explain any/all differences between the pre-flight cost estimate and post-flight invoiced costs to the ordering agency.
- The Contractor agrees to remit the Industrial Funding Fee and Sales Reporting under this contract pursuant to Clause 552.238-74, Industrial Funding Fee and Sales Reporting (JUL 2003), of the contract.

State/Local Disaster Recovery: Not participating

American Recovery and Reinvestment Act: Eligible to participate

Price Reduction: The discounts based on the category of customer (aircraft type) upon which the award is predicated will be Chantilly Air, Inc.'s most favored customers (MFCs) as shown hereafter: ALL COMMERCIAL CUSTOMERS.

Its MFCs currently receive the undiscounted block hour prices from the commercial price list.

The price relationship in this contract shall be maintained through the contract period in accordance with contract Clause 552.238-75 PRICE REDUCTIONS (MAY 2004) (ALTERNATE I—MAY 2003). Thus, any change in the contractor's commercial pricing arrangement with any of the MFCs that disturb this relationship (new or revised terms and conditions) may constitute a price reduction that may allow the Government to qualify for similar price reductions.

**B.5.100 SIN 599-1000 Contract Support Items**

Contractors on schedule may offer other fees that may be needed to provide direct support of the services provided. Typical fees include copies of studies, survey assessment tools, publications, training materials, satellite ticket printers, delivery fees (for courier or other delivery of tickets or other documents), meeting planning, etc. Specific to SIN 599-2, Travel Agent Services, ancillary services that are not priced on a transactional basis should be offered under this SIN (e.g., customized reporting, services for unused tickets, booking engine fees, etc.).

The prices below are exclusive of the [INDUSTRIAL FUNDING FEE](#). IFF fees will be added to actual charges as incurred.

<b>Other Direct Costs</b>	<b>Commercial Price List Rate</b>	<b>Description</b>
Landing Fees	Light Jets \$150 per Landing Mid Jets \$175 per Landing	Airport landing fees are based on the size of the aircraft, airport and time of day.
High Density Fees	\$250 - \$500/Airport	Excessive FBO Handling Fees when Applicable
Short Leg Fees	\$200 Per Leg	Legs that are less than 200 nautical miles (not applicable on empty repositioning legs)
Flight Hour Daily Minimums	2 Hours per day	Applies when aircraft does not fly a minimum of 2 hours per day
International Fees	\$300 - \$10,000 per International Airport	These are charges for International handling fees, Customs, Immigration, landing permits, overflight permits, visas, international flight plans, and any other charges incurred as a direct result of international flight. If actual costs ends up exceeding quoted amount the additional will be invoiced at cost.
Catering Fees	\$0 - \$80	Standard catering includes soft drinks, water, coffee and snacks for which there is no charge. Requested catering outside of standard are charged at cost.
Crew Standby Fees	\$750 per Overnight (domestic RON). \$850 per overnight (International RON)	Remain Overnight (RON) and Standby costs for the aircraft to remain overnight at locations, applies when the trip is more than one crew duty day (14 hours)
Positioning Fees	Hourly charter rate	Home base for Chantilly Air is Manassas, VA The empty leg travel to/from these locations to the arrival/departure airports of passengers will be charged at the hourly charter rate.

Miscellaneous Fees	Varies	Fees associated with any air charter flight may apply. These may include de-icing, off station hangar, flight phone or any other charge associated and necessary for the safe completion of a flight mission
Federal Excise Tax (FET)	7.5% of the total invoice, excluding catering and ground transportation on domestic flights. Segment fees of \$3.70 per passenger per leg domestic and \$16.10 per passenger per arrival to or departure from the US on International	Any Federal agency that has certified exemption from Federal Excise Taxes will not be charged FET; amounts subject to change as deemed by the government